

Message Text

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PAGE 01 STATE 097223

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COM/BEWT/OEWD:SRABRAHAMSON EB/EWT:SHAAS EUR/EE:EESEGALL

COM/BEWT/OEWD:PKRAMARIC COM/BEWT/TDAD:RSSTECHESCHULTE

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R 101724Z MAY 74

FM SECSTATE WASHDC

TO AMEMBASSY BUCHAREST

AMEMBASSY SOFIA

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E.O. 11652: N/A

TAGS: BEXP, BU, RO

SUBJECT: TRAVEL -- PETER S. KRAMARIC

1. EMBASSIES' COMMENTS ARE REQUESTED ON PROPOSED VISIT OF
PETER S. KRAMARIC, DEPUTY DIRECTOR, OFFICE EAST-
WEST TRADE DEVELOPMENT, BUREAU OF EAST-WEST TRADE,
TO SOFIA, JUNE 7-13 AND BUCHAREST, JUNE 14-20.
DETAILED ITINERARY FOLLOWS.

2. PURPOSE OF VISIT WOULD BE TO STUDY INDUSTRIAL CO-PRODUCTION
AGREEMENTS BETWEEN BULGARIAN AND ROMANIAN ORGANIZATIONS
AND WESTERN FIRMS IN ORDER THAT WE MAY BETTER ADVISE
AMERICAN FIRMS ON THE NATURE OF THESE AGREEMENTS.
PARTICULAR EMPHASIS WOULD BE PLACED ON ANY EXISTING
CO-PRODUCTION AGREEMENTS IN PRODUCT AREAS DISCUSSED
DURING SECRETARY DENT'S MEETINGS WITH LOCAL OFFICIALS.

3. WE ENVISION THAT STUDY WOULD INCLUDE LEGAL PROVISIONS,
FINANCING OF PROJECT; PRICING OF PRODUCTS; MARKET PRACTICES
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PAGE 02 STATE 097223

AND ARRANGEMENTS IN LOCAL AND EXPORT MARKETS; AND

OTHER LEGAL ASPECTS OF THE ARRANGEMENTS SUCH AS
PATENT PROTECTION, ARBITRATION AND RIGHTS OF
WESTERN FIRMS UPON TERMINATION OF THE CONTRACT. COMMENTS ON
SUBSTANCE AND SCOPE OF STUDY ARE ALSO WELCOME.

4. POSTS WOULD BE REQUESTED TO ARRANGE A SCHEDULE TO
INCLUDE MEETINGS WITH OFFICIALS OF LOCAL ORGANIZATIONS
INCLUDING RESPONSIBLE MINISTRIES, FTO'S, AND END-
USERS, AS WELL AS REPRESENTATIVES OF FOREIGN FIRMS
WHICH HAVE COOPERATION AGREEMENTS IN HOST COUNTRY.
POSTS' ASSISTANCE IN MAKING RESERVATIONS FOR ABOVE
PERIOD WOULD BE REQUIRED. RUSH

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